

# INNOVATION IN FITTINGS, MARINE ACCESSORIES AND VALVES

Manuela and Ivan Maestrini:  
"The positive growth trend  
brings new challenges"





**WITH LARGE INVESTMENTS IN PRODUCTION SPACE, EQUIPMENT AND LOGISTICS, MAESTRINI FACES UP TO THE NEW CHALLENGES OF THE MARKET OFFERING QUALITY PRODUCTS AND SERVICE WITHOUT COMPROMISE. IT'S WHAT'S NEEDED TO BE AN INCREASINGLY QUALIFIED PARTNER FOR THE MAIN NATIONAL AND INTERNATIONAL PLAYERS.**

**F**or more than 50 years Maestrini has been working alongside its customers to transform ideas into a finished product with high added value. Quality and technology at the service of an increasingly demanding and competitive market, thanks to an infrastructure and an advanced and devolved organisation. But that is, at the same time, very flexible and versatile to provide rapid responses.

A winning approach that makes it possible for the company to continue growing, keeping pace with innovation and the changing requirements of the different application sectors in the marine market. "Last year," says Ivan Maestrini, owner of the company together with his sister Manuela, "the positive growth trend was confirmed, with the market characterised increasingly by two almost antithetical requirements. On the one hand increasingly extreme customisation of the product. Confirmation that the new standard is that there is no longer one standard. On the other hand delivery times that are inexorably arriving at "just-in-time" and stringent requirements on punctuality." In this context, reconciling opposites is a fascinating challenge that the company is not turning away from, but is examining with great care, equipping itself well. "The product and service," says Maestrini, "derived from the structure. For this reason we have always paid great attention to investments. It's a priority within our company that last year, unusually, took on a visible and tangible dimension."

### **More space for production, more quality in logistics**

Maestrini in fact carried out some restructuring and



extending of a building that was formerly used as a warehouse and provisional site for some test laboratory equipment to turn it into the new finished product warehouse. The new building housing the warehouse is the final result of a series of interventions aimed at speeding up and rationalising the preparation and delivery of orders. The new building will make it possible to exploit to the full the potential of the system for identifying and locating products. This is done by assigning barcodes and using optical readers to integrate and automate product retrieval and invoicing. This management system was introduced in recent years and today, fully operational, is ready to handle efficiently and quickly the more than 4000 articles produced.

"On the other hand," says Maestrini, "the growing request for customised products demands big investments. Above all in a company like ours that aims to keep the entire production cycle internal, including the design and construction of all moulds and equipment needed."

Over the past year the owners have increased the internal production capacity for moulds and equipment by 30%, to extend significantly the required passage for all updating of the product range, production of

The Quarona Sesia (VC) establishment is where design, construction of the equipment and all production phases are carried out.





The extension of the photovoltaic installation increased self-production of energy by 20%.

customised products and physiological replacement at the end of their useful life.

### The added value of owning increasingly well-equipped internal laboratory

"The internal laboratory too," says Maestrini, "is continually expanding. The standard corrosion resistance tests are now fully operational and we are perfecting equipment for increasingly in-depth and sophisticated analysis on the structure and properties of materials, made necessary by the growth in turnover in more innovative materials that demand careful and rigorous controls over the entire production process."

The laboratory is for this company in Quarona Sesia (VC) an indispensable interface with raw material suppliers, both for the selection and control of incoming products and for collaboration in development. The transfer of the warehouse to the new location will make it possible to extend the test laboratory into new dedicated areas with room for new benches and equipment for mechanical resistance and fatigue tests. In addition to restructuring the building for the new warehouse a new photovoltaic system has been installed, increasing production capacity by 20%. It's a further step towards the virtual energy self-sufficiency of the company. Structure, service and know-how, a successful mix



that serves the national and international market to overcome the new challenges.

"With the market becoming increasingly global and competitive," says Maestrini, "we seek to respond with quality in products and services for the customer, with state-of-the-art technologies and intense research and development. It's a synergy our company has always counted on."

The new finished product warehouse.